DOCUMENT RESUME

ED 290 318 FL 016 991

AUTHOR Kitao, Kenji
TITLE Politeness: A Bibliography.
PUB DATE Jul 87
NOTE 17p.
PUB TYPE Reference Materials - Bibliographies (131)

EDRS PRICE MF01/PC01 Plus Postage.
DESCRIPTORS Children; *Communication Skills; Cultural Education; Discourse Analysis; *Intercultural Communication; *Interpersonal Relationship; Second Language Learning; *Sex Differences; *Social Behavior; Social Values; Sociolinguistics
IDENTIFIERS *Politeness

ABSTRACT

A bibliography on politeness as it relates to second language learning and intercultural relationships contains 188 citations of books, papers, articles, and monographs. Several aspects of politeness are covered, including acquisition by children, gender and power differences in polite behavior, and its relationship to communicative functions such as requesting, complimenting, and inviting. (MSE)

****
* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *
****

ED290318

Politeness: A Bibliography

Kenji Kitao
Department of Communication
Michigan State University

July 1987

"PERMISSION TO REPRODUCE THIS MATERIAL HAS BEEN GRANTED BY

SK Kitao

TO THE EDUCATIONAL RESOURCES INFORMATION CENTER (ERIC)."

U.S. DEPARTMENT OF EDUCATION
Office of Educational Research and Improvement
EDUCATIONAL RESOURCES INFORMATION CENTER (ERIC)

☑ This document has been reproduced as received from the person or organization originating it.

☐ Minor changes have been made to improve reproduction quality.

• Points of view or opinions stated in this document do not necessarily represent official OERI position or policy.

FL016991

BEST COPY AVAILABLE

Politeness: A Bibliography

Introduction

Politeness is an important issue in language and communication. It is particularly difficult for those learning a second language.

When I began to do research in the area of politeness and second language learners, it was very difficult to find previous publications in that field. This bibliography is, in part, a result of that search. I feel that it is potentially useful for other second language teachers and communication scholars.

I have included articles on various aspects of politeness, including acquisition of politeness in children and gender/power differences in politeness. Since politeness is important in various communicative functions (for example, requesting, complimenting, and inviting), I have also included articles related to these topics.

Most of the citations included in this bibliography are from original sources, to which I myself had access. However, in some cases, citations from secondary sources were included for books or articles that appeared to be particularly important or useful.

Politeness: A Bibliography

Achweller, K. G. (1978). The role of expectation in the comprehension and recall of direct and indirect requests. Unpublished doctoral dissertation. University of Illinois at Urbana-Champaign.

Altmann, G., & Riska, A. (1966). Towards a typology of courtesy in language. Anthropological Linguistics, 8, 1-10.

Andersen, E. (1978). Will you don't snore please? Directives in young children's role-play speech. Papers and Reports on Child Language Development, 15, 140-150.

Arndt, H., & Janney, R. W. (1985). Politeness revisited: Cross-modal supportive strategies. International Review of Applied Linguistics in Language Teaching, 23, 281-300.

Austin, J. (1962). How to do things with words. Oxford: Clarendon Press.

Axia, G., & Baroni, M. R. (1985). Linguistic politeness at different age levels. Child Development, 56, 918-927.

Barnlund, D. C. (1975). Public and private self in Japan and the United States. Tokyo: The Simul Press.

Baroni, M. R., & D'urso, V. (1984). Some experimental findings about the question of politeness and women's speech (Research note). Language in Society, 13, 67-72.

Bates, E. (1976). Language and context: The acquisition of pragmatics. New York: Academic Press.

Bates, E. (1976). Pragmatics and sociolinguistics in child language. In D. Morehead & A. Morehead (Eds.), Normal and deficient child language (pp. 411-464). Baltimore: University Park Press.

Bates, E. (1976). Acquisition of polite forms: Longitudinal evidence. In E. Bates (Ed.), Language and context: The acquisition of pragmatics (pp. 255-294). New York: Academic Press.

Bates, E. (1976). Acquisition of polite forms: Experimental evidence. In E. Bates (Ed.), Language and context: The acquisition of pragmatics (pp. 295-326). New York: Academic Press.

Bates, E., & Silvern, L. (1977). Social adjustment and politeness in preschoolers. Journal of Communication, 27(2), 104-111.

Bates, M., & Wilson, K. (1981). ILIAD: Interactive language instruction assistance for the deaf. Final report, September 1980--September 1981. Report No. 4771. (ERIC Document Reproduction Service No. ED 219 918)

Bauman, R. (1981). Christ respects no man's person: The plain language of the early Quakers and the rhetoric of impoliteness. (ERIC Document Reproduction Service No. ED 250 945)

Baxter, L. A. (1984). An investigation of compliance-gaining as politeness. Human Communication Research, 10, 427-456.

Becker, J. A. (1982). Children's strategic use of requests to mark and manipulate social status. In S. A. Kuczaj, II (Ed.), Language development: Vol. 2. Language, thought and culture (pp. 1-35). Hillsdale, NJ: Erlbaum.

Becker, J. A. (1984). Adult beliefs about the acquisition of pragmatic skills. (ERIC Document Reproduction Service No. ED 245 809)

Bock, J., & Hornsby, M. (1977). How children ask and tell: Speech act analysis of children's requests. Papers and Reports on Child Language Development, 13, 72-82.

Boomer, D. S. (1965). Hesitation and grammatical encoding. Language and Speech, 8, 148-158.

Borkin, A., & Reinhart, S. (1978). Excuse me and I'm sorry. TESOL Quarterly, 12, 57-69.

Bowman, J., & Okuda, T. (1985). Japanese-American communication: Mysteries, enigmas, and possibilities. Bulletin of the Association for Business Communication, 48, 18-21.

Brend, R. M. (1978). Politeness. International Review of Applied Linguistics in Language Teaching, 16, 253-256.

Brouwer, D., Gerritsen, M., & de Haan, D. (1979). Speech differences between women and men: On the wrong track? Language in Society, 8, 3-50.

Brown, P. (1976). Women and politeness: A new perspective on language and society. Reviews in Anthropology, 3, 240-249.

Brown, P. (1980). How and why women are more polite: Some evidence from a Mayan community. In S. McConnell-Ginet, R. Borker, & N. Furman (Eds.), Women and language in literature and society (pp. 111-136). New York: Praeger Publishers.

Brown, R., & Ford, M. (1961). Address in American English. Journal of Abnormal and Social Psychology, 62, 375-385.

Brown, R., & Ford, M. (1964). Address in American English. In D. Hymes (Ed.), Language in culture and society (pp. 234-244). New York: Harper & Row.

Brown, R., & Gilman, A. (1960). The pronouns of power and solidarity. In T. A. Sebeok (Ed.), Style in language (pp. 253-276). Cambridge: MIT Press.

Brown, P., & Levinson, S. (1978). Universals in language usage: Politeness phenomena. In E. N. Goody (Ed.), Questions and politeness. Cambridge: Cambridge University Press.

Brunak, J., & Scarcella, R. (1979). On speaking politely in a second language. Paper presented at TESOL Convention, Boston.

Buikema, R., & Roeters, A. (1982). Politeness strategies in the interaction of women and men. (ERIC Document Reproduction Service No. ED 229 324)

Camras, L. A., Pristo, T. M., & Brown, M. J. K. (1985). Directive choice by children and adults: Affect, situation, and linguistic politeness. Merrill-Palmer Quarterly, 31, 19-31.

Carrell, P. L. (1979). Indirect speech acts in ESL: Indirect answers. In C. Yorio, K. Perkins, & J. Schachter (Eds.), On TESOL '79--The learner in focus (pp. 297-308). Washington, D. C.: TESOL.

Carrell, P. L., & Konneker, B. H. (1981). Politeness: Comparing native and nonnative judgments. Language Learning, 31, 17-30.

Cashion, J. L. (1985). Politeness in courtroom language. (ERIC Document Reproduction Service No. ED 254 882)

Casken, S. T. (1980). Positive and negative politeness strategies and their influence on American and British English discourse. (ERIC Document Reproduction Service No. ED 214 398)

Cattell, R. (1973). Negative transportation and tag questions. Language, 49, 612-639.

Cegala, D. J. (1980). An explication and partial test of a model of interpersonal persuasion. (ERIC Document Reproduction Service No. ED 196 094)

Clark, H. H. (1979). Responding to indirect speech acts. Cognitive Psychology, 11, 430-477.

Clark, H. H., & Lucy, P. (1975). Understanding what is meant from what is said: A study in conversationally conveyed requests. Journal of Verbal Learning and Verbal Behavior, 14, 56-72.

Clark, H. H., & Schunk, D. H. (1980). Polite responses to polite requests. Cognition, 8, 111-143.

Clark, H. H., & Schunk, D. H. (1981). Politeness in requests: A rejoinder to Kemper and Thissen. Cognition, 9, 311-315.

Clark, R. A., & Delia, J. G. (1976). The development of functional persuasive skills in childhood and early adolescence. Child Development, 47, 1008-1014.

Cohen, A. D., & Olshtain, E. (1981). Developing a measure of sociocultural competence: The case of apology. Language Learning, 31, 113-134.

Comrie, B. (1975). On being polite to women in Slavic languages. Pragmatic Microfiche, 1.3-4: G11.

Comrie, B. (1976). Linguistic politeness axes: Speaker-addressee, speaker-referent, speaker-bystander. Pragmatics Microfiche 1.7: A3. Department of Linguistics, University of Cambridge.

Craig, R. T., Tracy, K., & Spisak, F. (1986). The discourse of requests: Assessment of a politeness approach. Human Communication Research, 12, 437-468.

Crosby, P., & Nyquist, L. (1977). The female register: An empirical study of Lakoff's hypothesis. Language in Society, 6, 313-321.

Davison, A. (1975). Indirect speech acts and what to do with them. In P. Cole & J. L. Morgan (Eds.), Syntax and semantics: Vol. 3. Speech acts (pp. 143-185). New York: Seminar Press.

De Silva, M. W. S. (1976). Verbal aspects of politeness expressions in Sinhalese with reference to asking, telling, requesting, and ordering. Anthropological Linguistics, 18, 360-370.

Derrick-Mescua, M., & Gmuca, J. L. (1985). Concepts of unity and sentence structure in Arabic, Spanish and Malay. (ERIC Document Reproduction Service No. ED 260 590)

Donahue, M. L. (1980). Requesting strategies of learning disabled children. (ERIC Document Reproduction Service No. ED 203 638)

Edelsky, C. (1977). Acquisition of an aspect of communicative competence: Learning what it means to talk like a lady. In S. Ervin-Tripp & C. Mitchell-Kernan (Eds.), Child discourse (pp. 225-243). New York: Academic Press.

Edmondson, W. J. (1981). On saying you're sorry. In F. Coulmas (Ed.), Conversational routine: Explorations in standardized communication situations and prepatterned speech (pp. 273-288). The Hague: Mouton.

Eisenberg, A. R. (1982). Understanding components of a situation: Spontaneous use of politeness routines by Mexicano 2-year-olds. (ERIC Document Reproduction Service No. ED 222 051)

Eisenberg, A. R., & Garvey, C. (1981). Children's use of verbal strategies in resolving conflicts. Discourse Processes, 4, 149-170.

Ervin-Tripp, S. (1972). On sociolinguistic rules: Alternation and concurrence. In J. J. Gumperz & D. Hymes (Eds.), Directions in sociolinguistics (pp. 213-250). New York: Holt,Rinehart & Winston.

Ervin-Tripp. S. (1974). The comprehension and production of requests by children. In Papers and Reports in Child Language Development (pp. 188-196). Stanford, CA: Stanford University Press.

Ervin-Tripp, S. (1976). Is Sybil there? The structure of some American English directives. Language in Society, 5, 25-66.

Ervin-Tripp, S. (1976). Speech acts and social learning. In K. Basso & H. Selby (Eds.), Meaning in anthropology (pp. 123-153). Albuquerque: University of New Mexico.

Ervin-Tripp, S. (1977). Wait for me, roller skate. In C. Mitchell-Kerman & S. Ervin-Tripp (Eds.), Child discourse (pp. 165-188). New York: Academic Press.

Fairhurst, G. T., Green, S. G., & Snavely, B. K. (1984). Face support in controlling poor performance. Human Communication Research, 11, 272-295.

Ferguson, C. A. (1964). Root-echo responses in Syrian Arabic politeness formulas. In D. S. Stuart (Ed.), Linguistic study in memory of R. Slade Harrell (pp. 37-45). Georgetown University Press.

Ferguson, C. A. (1976). The structure and use of politeness formulas. Language in Society, 5, 137-151.

Ferguson, C. A. (1981). The structure and use of politeness formulas. In F. Coulmas (Ed.), Conversational routine: Explorations in standardized communication situations and prepatterned speech (pp. 21-35). The Hague: Mouton.

Francik, E. P., & Clark, H. H. (1985). How to make requests that overcome obstacles to compliance. Journal of Memory and Language, 24, 560-568.

Fraser, B. (1975). The concept of politeness. Paper presented at the Fourth Annual Conference on New Ways of Analyzing Variation in English (NWAVE), Georgetown University.

Fraser, B. (1978). Acquiring social competence in a second language. RELC Journal, 9(2), 1-21.

Fraser, B. (1979). Research in pragmatics in second language acquisition: The state of art. Paper presented at the Thirteenth Annual TESOL Conference at Boston.

Fraser, B. (1980). On requesting: An essay in pragmatics. Unpublished manuscript, Boston University.

Fraser, B. (1981). On apologizing. In F. Coulmas (Ed.), Conversational routine: Explorations in standardized communication situations and prepatterned speech (pp. 259-272). The Hague: Mouton.

Fraser, B., & Nolen, W. (1981). The association of deference with linguistic form. International Journal of Sociology of Language, 27, 93-109.

Garvey, C. (1975). Requests and responses in children's speech. Journal of Child Language, 2, 41-63.

Garvey, C., & Hogan, R. (1973). Social speech and social interaction: Egocentrism revisited. Child Development, 44, 562-568.

Gibbs, R. W., Jr. (1979). Contextual effects in understanding indirect requests. Discourse Processes, 2, 1-10.

Gibbs, R. W., Jr. (1981). Your wish is my command: Convention and context in interpreting indirect requests. Journal of Verbal Learning and Verbal Behavior, 20, 431-444.

Gibbs, R. W., Jr. (1983). Do people always process the literal meanings of indirect requests? Journal of Experimental Psychology: Learning, Memory, and Cognition, 9, 524-533.

Gibbs, R. W., Jr. (1986). What makes some indirect speech acts conventional? Journal of Memory and Language, 25, 181-196.

Godard, D. (1977). Same setting, different norms: Phone call beginnings in France and the U. S. Language in Society, 6, 209-219.

Goffman, E. (1967). On face-work. In E. Goffman (Ed.), Interactional ritual (pp. 5-45). Garden City, NY: Doubleday and Company.

Goffman, E. (1967). Interaction ritual: Essays on face to face behavior. New York: Anchor Books.

Goffman, E. (1976). Replies and responses. Language in Society, 5, 257-313.

Goldstein, B. Z., & Tamura, K. (1975). Japan and America: A comparative study in language and culture. Rutland, VT: Charles E. Tuttle.

Goodenough, W. H. (1965). Rethinking 'status' and 'role': Toward a general model of the cultural organization of social relationships. In M. Banton (Ed.), The relevance of models of anthropology. London: Travistock.

Gordon, D., & Lakoff, G. (1971). Conversational postulates. In Papers from the seventh regional meeting (pp. 63-84). Chicago: Chicago Linguistic Society.

Gordon, D., & Lakoff, G. (1975). Conversational postulates. In P. Cole & J. L. Morgan (Eds.), Syntax and semantics: Vol. 3. Speech acts (pp. 83-106). New York: Seminar Press.

Gordon, D. P., et al. (1980). Children's requests to unfamiliar adults: Form, social function, age variation. (ERIC Document Reproduction Service No. ED 205 053)

Green, G. M. (1975). How to get people to do things with words: The whimperative question. In P. Cole & J. L. Morgan (Eds.), Syntax and semantics: Vol. 3. Speech acts (pp. 107-141). New York: Seminar Press.

Grice, H. P. (1975). Logic and conversation. In P. Cole & J. L. Morgan (Eds.), Syntax and semantics, Vol. 3: Speech acts (pp. 41-58). New York: Academic Press.

Gumperz, J. (1964). Linguistic and social interaction in two communities. American Anthropologist, 66, 137-152.

Gumperz, J., & Hymes, D. (Eds.). (1972). Directions in socio-linguistics: The ethnography of communication. New York: Holt, Reinhart, and Winston.

Haas, M. R. (1964). Men's and women's speech in Koasati. In D. Hymes (Ed.), Language in culture and society (pp. 228-233). New York: Harper and Row.

Hagge, J. (1984). Strategies for verbal interaction in business writing. (ERIC Document Reproduction Service No. ED 246 473)

Harada, S. J. (1976). Honorifics. In M. Shibatani (Ed.), Syntax and semantics: Vol. 5. Japanese generative grammar. New York: Seminar Press.

Hook, D. D. (1974). Sexism in English pronouns and forms of address. General Linguistics, 14(2), 86-96.

Hook, D. D. (1984). First names and titles as solidarity and power semantics in English. International Review of Applied Linguistics in Language Teaching, 17, 183-189.

Horikawa, N., & Hayashi, S. (1969). Keigo guide. Tokyo: Meiji Shoin.

House, J., & Kasper, G. (1981). Politeness markers in English and German. In F. Coulmas (Ed.), Conversational routine: Explorations in standardized communication situations and prepatterned speech (pp. 157-185). The Hague: Mouton.

Hur, E. S. (1986). Alternation rules in Korean address system. Unpublished manuscript, Michigan State University.

Hymes, D. (1972). On communicative competence. In J. B. Pride & J. Holmes (Eds.), Sociolinguistics: Selected readings. Harmondsworth: Penguin.

Iwata, Y., & Fukushima, S. (1986). Politeness principles. JACET Bulletin, 17, 85-98.

James, S. (1975). The effect of listener and situation on the politeness of preschool children's directive speech (Doctoral dissertation, University of Wisconsin). Dissertation Abstracts International 36B, 2542B.

James, S. L. (1978). Effect of listener age and situation on the politeness of children's directives. Journal of Psycholinguistic Research, 7, 307-317.

Keenan, E. (1974). Norm-makers, norm-breakers: Uses of speech by men and women in a Malagasy community. In R. Bauman & J. Sherzer (Eds.), Explorations in the ethnography of speaking (pp. 125-143). Cambridge: Cambridge University press.

Keenan, E. O. (1976). The universality of conversational postulates. Language in Society, 5, 67-80.

Kemper, S. (1984). When to speak like a lady. Sex Roles, 10, 435-443.

Kemper, S., & Thissen, D. (1981). Memory for the dimensions of requests. Journal of Verbal Learning and Verbal Behavior, 20, 552-563.

Kemper, S., & Thissen, D. (1981). How polite? A reply to Clark and Schunk. Cognition, 9, 305-309.

Key, M. R. (1975). Male/female language. Metuchen, NJ: Scarecrow Press.

Kitao, K. (in press). Differences between politeness strategies used in requests by Americans and Japanese. (ERIC Document Reproduction Service)

Kitao, K. (in press). Politeness strategies used in requests: A cybernetic model. (ERIC Document Reproduction Service)

Kitao, K. (in press). Differences between politeness strategies used in requests by Americans and Japanese--From rules perspective. (ERIC Document Reproduction Service)

Kitao, K., & Kitao, S. K. (1985). Effects of social environment on Japanese and American communication. (ERIC Document Reproduction Service No. ED 260 579)

Kitao, K., Munsell, P., Kitao, S. K., Yoshida, S., & Yoshida, H. (in press). An exploratory study of differences between politeness strategies used in requests by Americans and Japanese. (ERIC Document Reproduction Service)

Koike, D. A. (1985). Brazilian Portuguese requests and the role of deixis in politeness. (ERIC Document Reproduction Service No. ED 267 608)

Kramer, C. (1974). Women's speech: Separate but unequal. Quarterly Journal of Speech, 60, 14-24.

Lakoff, G. (1972). Hedges: A study in meaning in criteria and logic of fuzzy concepts. In P. Poeranteau et al. (Eds.), Papers from eighth regional meeting of the Chicago Linguistic Society (pp. 183-228). Chicago: Chicago Linguistic Society.

Lakoff, R. (1969). A syntactic argument for negative transportation. In R. I. Binnick et al. (Eds.), Papers from the fifth regional meeting of Chicago Linguistic Society (pp. 140-147). Chicago: Linguistic Society.

Lakoff, R. (1970). Questionable answers and answerable questions. Papers in honor of Henry and Renee Kahane. Urbana, IL: University of Illinois Press.

Lakoff, R. (1972). Language in context. Language, 48, 907-927.

Lakoff, R. (1973). Logic of politeness or minding your P's and Q's. In C. Colum et al. (Eds.), Papers from the Nineth regional meeting of Chicago Linguistic Society (pp. 292-305). Chicago: Chicago Linguistic Society.

Lakoff, R. (1973). Language and woman's place. Language in Society, 2, 45-79.

Lakoff, R. (1974). What you can do with words: Politeness, pragmatics and performatives. In C. J. Fillmore, G. Lakoff, & R. Lakoff (Eds.), Berkley studies of syntax and semantics (Vol. 1, pp. 1-55). Berkley: Institute of Human Learning, University of California.

Lakoff, R. (1975). Language and women's place. New York: Harper and Row.

Lakoff, R. (1975). Linguistic theory and real world. Language Learning, 25, 309-338.

Lakoff, R. (1975). Why women are ladies? Berkeley studies in syntax and semantics (Vol. 1: XV, pp. 1-45).

Lakoff, R. (1977). What you can do with words: Politeness, pragmatics, and performatives. In A. Rogers, B. Wall, & J. P. Murphy (Eds.), Procedings of the Texas Conference on Performatives, Presuppositions, and Implicatures (pp. 79-105). Arlington, VA: Center for Applied Linguistics.

Larkin, D., & O'Malley, M. H. (1973). Declarative sentences and rule of conversation hypothesis. In C. Colum et al. (Eds.), Papers from the nineth regional meeting of Chicago Linguistic Society (306-319). Chicago: Chicago Linguistic Society.

Laver, John D. M. H. (1981). Linguistic routines and politeness in greeting and parting. In F. Coulmas (Ed.), Conversational routine: Explorations in standardized communication situations and prepatterned speech (pp. 289-304). The Hague: Mouton.

Leech, G., & Svartvik, J. (1975). A communicative grammar of English (pp. 25-31). London: Longman.

Leech, G. (1977). Language and tact. Papers of linguistic agency, University of Trier, Series A, Paper No. 46.

Leech, G. N. (1983). Principles of pragmatics. London: Longman.

Loveday, Leo. (1981). Pitch, politeness and sexual role: An exploratory investigation into the pitch correlates of English and Japanese politeness formulae. Language and Speech, 24, 71-89.

Linde, C. (1985). The quantitative study of communicational success: Politeness and accidents in aviation discourse. (ERIC Document Reproduction Service No. ED 267 656)

Manes, J., & Wolfson, N. (1981). The compliment formula. In F. Coulmas (Ed.), Conversational routine: Explorations in standardized communication situations and prepatterned speech (pp. 115-132). The Hague: Mouton.

Maratsos, M. (1973). Nonegocentric communication abilities in preschool children. Child Development, 44, 697-700.

Martin, J. (1983, April). Whither the well-mannered class? Instructor, 92, 26-27.

McGloin, N. H. (1983). Some politeness strategies in Japanese. Papers in Linguistics, 16(1), 127-145.

McMillan, J. R., Clifton, A. K., & McGrath, D., & Gale, W. S. (1977). Women's language: Uncertainty of interpersonal sensitivity and emotionality? Sex Roles, 3, 545-559.

Merritt, M. (1976). On questions following questions in service encounters. Language in Society, 5, 315-357.

Metts, S., & Bryan, G. (1984). Politeness: A conversationalist indicator of sex roles. (ERIC Document Reproduction Service No. ED 246 500)

Minami, F. (1987). Keigo. Tokyo: Iwanami Shoten.

Mitchell-Kernan, C., & Kernan, K. (1977). Pragmatics of directive choice among children. In S. Ervin-Tripp & C. Mitchell-Kernan (Eds.), Child discourse (pp. 198-208). New York: Academic Press.

Miyagawa, S., et al. (Eds.). Papers in linguistics: Vol. 16. Studies in Japanese language use and studies in the languages of the USSR. (ERIC Document Reproduction Service No. ED 247 753)

Mohan, B. (1974). Principles, postulates, politeness. In M. W. LaGaly (Ed.), Papers from the tenth regional meeting the Chicago Linguistic Society (pp. 446-459). Chicago: Chicago Linguistic Society.

7/31/1987 Kenji Kitao--13

Morgan, J. L. (1978). Two types of convention in indirect speech acts. In P. Cole (Ed.), Syntax and semantics: Vol. 9. Pragmatics (pp. 261-278). New York: Academic Press.

Naotsuka, R. (1981). Mutual understanding of different cultures. Tokyo: Taishukan.

Neustupny, J. V. (1972). Remarks on Japanese honorifics. In J. V. Neustupny. Papers in Japanese Linguistics I. Linguistic Communications of Monash University (pp. 78-117). No. 7. Melbourne, Australia.

Nippold, M. A., Leonard, L. B., Anastopoulos, A. (1982). Development in the use and understanding of polite forms in children. Journal of Speech and Hearing Research, 25, 193-202.

O'Barr, W. M., & Atkins, B. K. (1980). Women's language or powerless language? In S. McConnell-Ginet, R. Borker, & N. Furman (Eds.), Women and language in literature and society (pp. 93-110). New York: Praeger Publishers.

Okada, M. (1953). Keigo: Honorific speech in Japanese. New Haven, CT: Far Eastern Publications.

Cutler, A. (1974). On saying what you mean without meaning what you say. In M. W. LaGaly (Ed.), Papers from the tenth regional meeting of the Chicago Linguistic Society (pp. 760-771). Chicago: Chicago Linguistic Society.

Paulston, C. B. (1974). Linguistic and communicative competence. TESOL Quarterly, 8, 347-362.

Read, B., & Cherry, L. (1978). Preschool children's production of directive forms. Discourse Processes, 1, 233-246.

Reeder, K. (1980). The emergence of illocutionary skills. Journal of Child Language, 7, 13-28.

Rubin, J. (1976). How to tell when someone is saying 'no.' Topics in Culture Learning, 4, 61-65.

Sachs, J., & Devin, J. (1976). Young children's use of age-appropriate speech styles in social interaction and role-playing. Journal of Child Language, 3, 81-98.

Sacks, J. (1981). "Don't interrupt": Preschoolers' entry into ongoing conversations. (ERIC Document Reproduction Service No. ED 211 202)

Sacks, H., Schegloff, E. A., & Jefferson, G. (1974). A simplest systematics for the organization of turn-taking for conversation. Language, 50, 696-735.

Saito, J. (1985, November). Teinei eigo no hitsuyosei [The necessity of polite English]. Eigo Kyoiku [The English Teachers' Magazine], 34(9), 6-8.

Scarcell, R. (1979). On speaking politely in a second language. In C. Yorio, K. Perkins, & J. Schachter (Eds.), On TESOL '79--The learner in focus (pp. 275-287). Washington, D. C.: TESOL.

Schegloff, E. A. (1968). Sequencing in conversational openings. American Anthropologist, 70, 1075-1095.

Schegloff, E. A. (1972). Sequencing in conversational openings. In J. J. Gumperz & D. Hymes (Eds.), Directions in sociolinguistics: The ethnography of communication (pp. 346-380). New York: Holt, Rinehart and Winston.

Schegloff, E. A., & Sacks, H. (1973). Opening up closings. Semiotica, 8, 289-327.

Scollon, R., & Scollon, S. B. K. (1983). Face in interethnic communication. In J. C. Richards & R. W. Schmidt. (Ed.), Language and communication (pp. 156-188). London: Longman.

Searle, J. (1965). What is a speech act? In M. Black (Ed.), Philosophy in America (pp. 221-239). London: Allen & Urwin.

Searle, J. R. (1968). Austin on locutionary and illocutionary acts. Philosophical Review, 77, 405-424.

Searle, J. (1969). Speech acts: An essay in the philosophy of language. London: Cambridge University Press.

Searle, J. (1975). Indirect speech acts. In P. Cole & J. L. Morgan (Eds.), Syntax and semantics: Vol. 3. Speech acts (pp. 59-82). New York Academic Press.

Searle, J. (1976). A classification of illocutionary acts. Language in Society, 5, 1-23.

Shimanoff, S. (1977). Investigating politeness. In E. O. Keenan & T. Bennett (Eds.), Discourse across time and space (pp. 213-241). Los Angeles: University of Southern California.

Sigeiman, C., et al. (1986). Developmental changes in the influence of sex-role stereotypes on person perception. Child Study Journal, 18, 191-205.

Slobin, D. I., Miller, S. H., & Porter, L. W. (1968). Forms of address and social relations in a business organization. Journal of Personality and Social Psychology, 8, 289-293.

Stover, D. (1986). Nobody likes no for answer, but sometimes only you can make it stick. American School Board Journal, 173, 23-25 & 28.

Stratton, F. S. (1977). Putting the communicative syllabus in its place. TESOL Quarterly, 11, 131-141.

Tanaka, S., & Kawabe, S. (1982). Politeness strategies and second language acquisition. Studies in Second Language Acquisition, 5(2), 18-33.

Tebeau, S. (1977). Cultural factors: A guide to understanding Asian ESL students. (ERIC Document Reproduction Service No. ED 201 716)

Tracy, K. (1984). Staying on topic: An explication of conversational relevance. Discourse Processes, 7, 447-464.

Tracy, K., Craig, R. T., Smith, M., & Spisak, F. (1984). The discourse of requests: Assessment of a compliance-gaining approach. Human Communication Research, 10, 513-538.

Trudgill, P. (Ed.). (1978). Sociolinguistic patterns in British English. Boston: University Park Press.

Walters, J. (1979). The perception of politeness in English and Spanish. In C. Yorio, K. Perkins, & J. Schachter (Eds.), On TESOL '79--The learner in focus (pp. 288-296). Washington, D. C.: TESOL.

Watson, K. (1974). Undestanding human interaction: A study of everyday and ordinary talk. Topics in Culture Learning, 2, 57-66.

Watzlawick, P., Beavin, J., & Jackson, D. (1967). The pragmatics of human communication. New York: Norton.

Wood, B., & Gardner, R. (1980). How children "get their way": Directives in communication. Communication Education, 29, 264-272.

Wolfson, N. (1981). Compliments in cross-cultural perspective. TESOL Quarterly, 15, 117-124.

Wolfson, N. (1983). Rules of speaking. In J. C. Richards & R. W. Schmidt (Eds.), Language and communication (pp. 61-87). London: Longman.

Yamanashi, M. (1974). On minding your p's and q's in Japanese: A case study from honorifics. In M. W. LaGaly (Ed.), Papers from the tenth regional meeting of the Chicago Linguistic Society (pp. 760-771). Chicago: Chicago Linguistic Society.